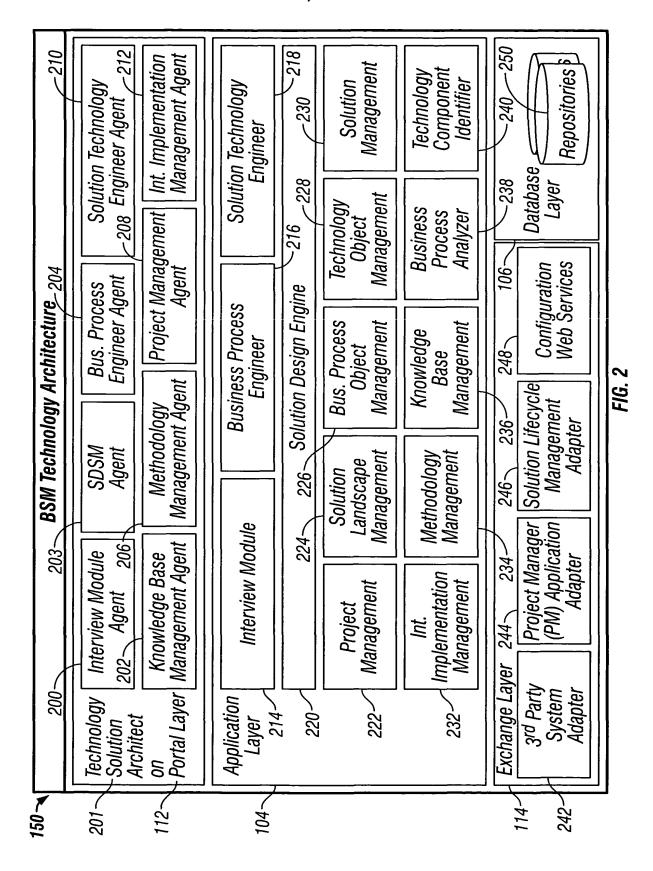
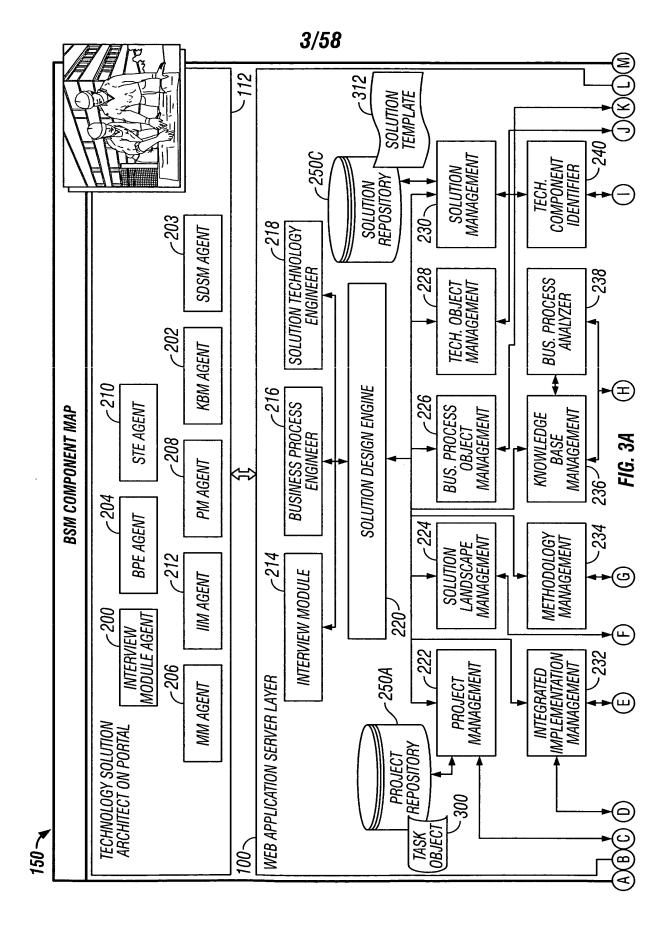
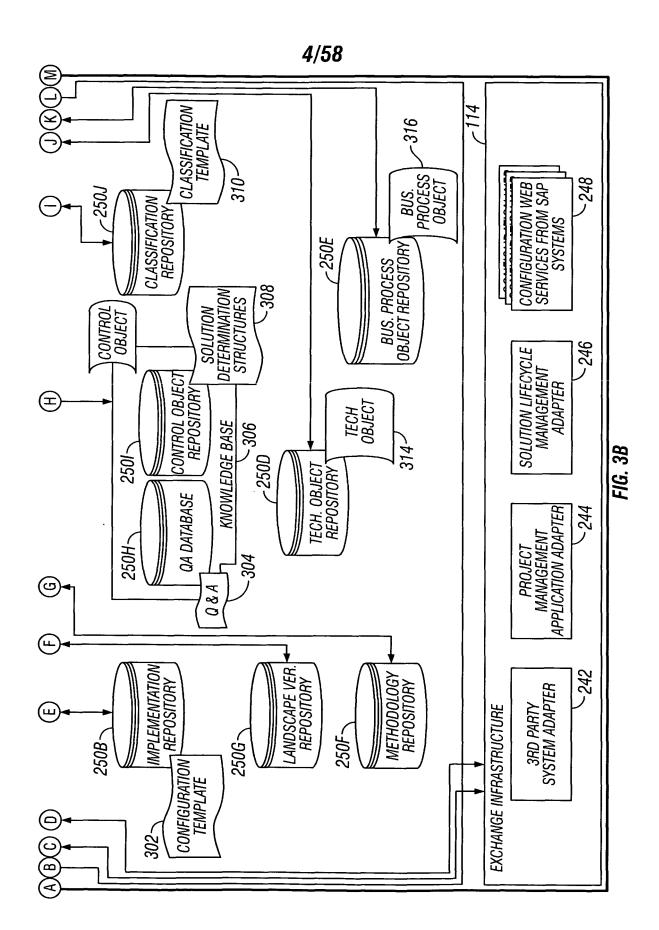


2/58



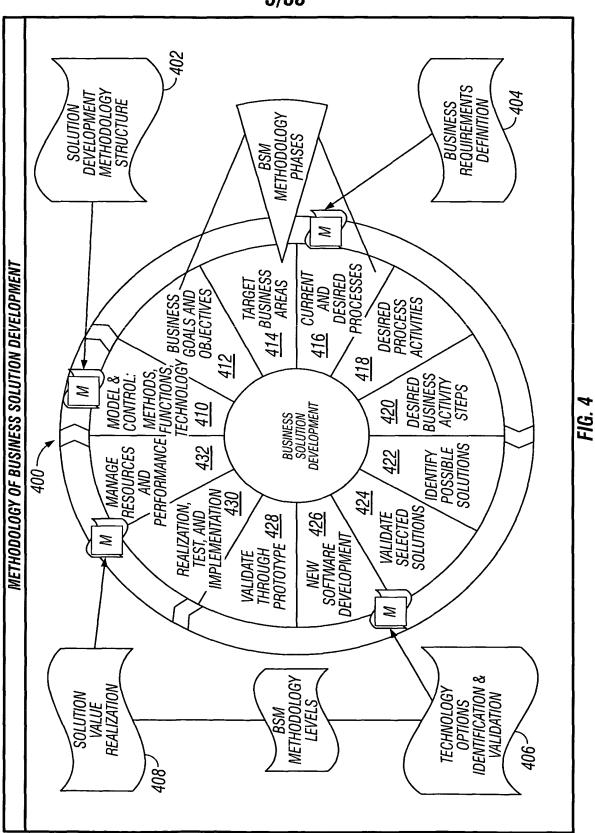
Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)



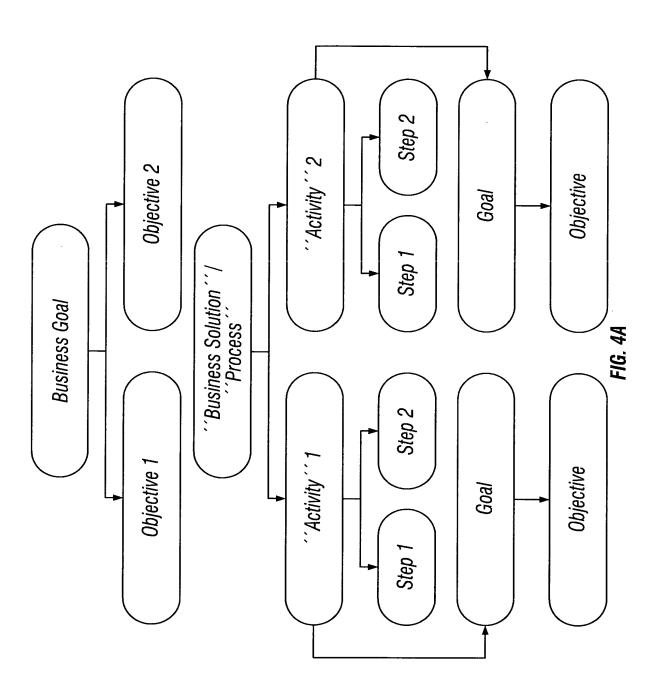


Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

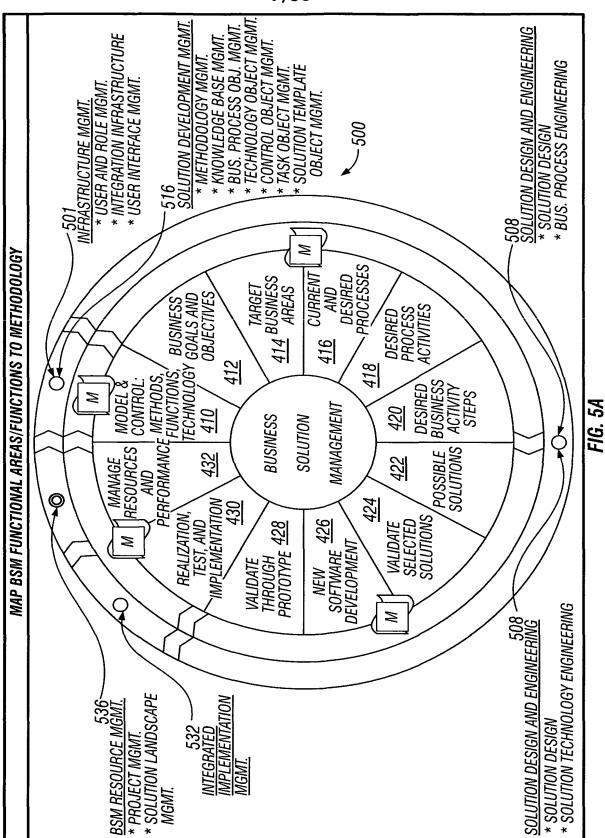
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*6/58* 



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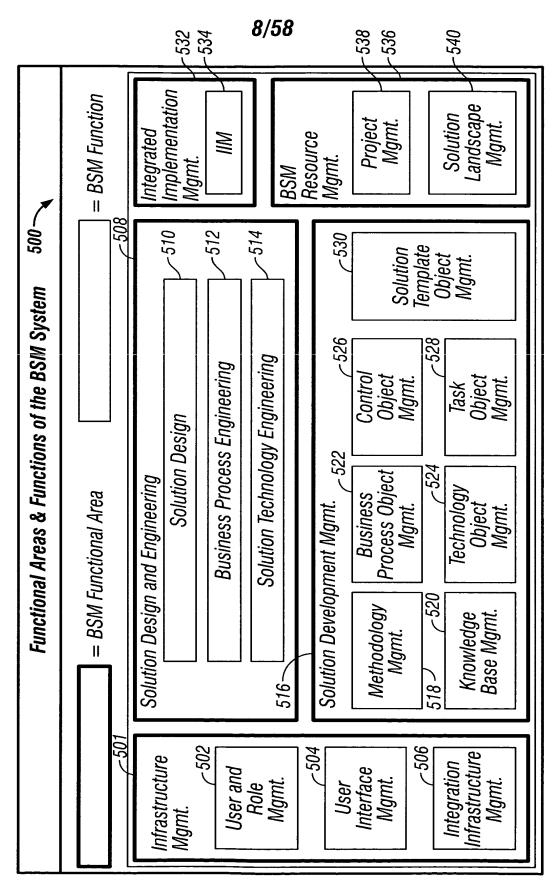


FIG. 5B

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			9/58
	009		EXECUTIVE   X   X   X   X   X   X   X   X   X
			PROJECT    MANAGER   X
			SOLUTION SOL
	လျှ	USER ROLES	
MAP BSM USER ROLES TO BSM FUNCTIONS	MAPPING OF USER ROLES TO BSM FUNCTIONS	USER	SOLUTION  SOLUTION  SOLUTION  X  X  X  X  X  X  X  X  X  X  X  X  X
LES TO BSIN	OLES TO BS		DEVELOPER A X X X X X X X X X X X X X X X X X X
M USER RO	3 OF USER R		BUSINESS EXPERIT L EXPERIT L XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
MAP BS	MAPPIN		SYSTEM ADMINIS
		BSM FUNCTIONAL AREA	INFRASTRUCTURE MANAGEMENT USER AND ROLE MANAGEMENT USER AND ROLE MANAGEMENT INTEGRATION INFRASTRUCTURE USER INTERFACE MANAGEMENT KNOWLEDGE BASE MANAGEMENT KNOWLEDGE BASE MANAGEMENT KNOWLEDGE BASE MANAGEMENT ROUSINESS PROCESS OBJECT MANAGEMENT TECHNOLOGY OBJECT MANAGEMENT TECHNOLOGY OBJECT MANAGEMENT SOLUTION DESIGN SOLUTION DESIGN BUSINESS PROCESS ENGINEERING SOLUTION DESIGN BUSINESS PROCESS ENGINEERING TECHNOLOGY SOLUTION ENGINEERING TECHNOLOGY SOLUTION ENGINEERING SOLUTION DESIGN BUSINESS PROCESS ENGINEERING TECHNOLOGY SOLUTION ENGINEERING TECHNOLOGY SOLUTION ENGINEERING SOLUTION LANDSCAPE MANAGEMENT SOLUTION LANDSCAPE MANAGEMENT

	<u> </u>			0/56								
VNING SCENARIO		NEXT PERIOD-OCT.01 PLAN OF CURRENT RECORD PROPOSAL	200 DR 219			30 A 190		22	1672 DR 1830 1396 1416	2	169 iDR 169	
ITIVE REQUIREMENTS PLAN		CURRENT PERIOD-SEP.01 PLAN OF CURRENT RECORD PROPOSAL	150   4   150	1600 SI 7750 (200)	SF DR	125 A 125	<i>C</i> /	(15) (CF (18) (16) (CF (19)		Q C	200 DR 219	
USER MODEL FOR COLLABORATIVE REQUIREMENTS PLANNING SCENARIO	FOR SUPPLIER: <u>BEST PC MANUFACTURERS</u> FOR PRODUCT: <u>B159753 MOTHERBOARD W/ P4 @2 GHz</u> <u>LEGEND:</u> A = ACTUAL CI = CUSTOMER'S DEMAND FORECAST INPUT]		AVAILABILITY: PERIOD BEG. INVENTORY	PERIOD PRODUCTION NEW PRODUCTION LESS UNAVAILABLE FOR SALE	NET RETURNS RELEASED FROM QA PROJECTED AVAILABILITY FOR REVENUE	<u>DEMAND:</u> PERIOD BEG. BACKLOG BEBIOD DEMAND	NEW DEMAND	CANCELLATIONS	PROJECTED DEMAND FOR REVENUE PROJECTED CONSTRAINED REVENUE FCST	PERIOD ENDING:	INVENTORY	REF. METHODOLOGY SECTION 3.1

USER MODEL FOR COLLABORATIVE REQUIREMENTS PLANNING SCENARIO	RATIVE REG	UIREN	MENTS PLAN	NING SCEA	IARIO		
FOR SUPPLIER: <u>BEST PC MANUFACTURERS</u> FOR PRODUCT: B159753 MOTHERBOARD W/ P4 @2 GHz							
LEGEND:							
C = ACTOML $C = CUSTOMER'S DEMAND FORECAST INPUT$							
CF = CUSTOMER'S FORMULA   DR = DERIVED RESULT	NEXT PERIOD-NOV.01	RIOD	VOV.01	NEXT PERIOD-DEC.01	RIOD	DEC.01	
SF = SUPPLIER'S FORMULA	PLAN OF		CURRENT PROPOSA/	PLAN OF		CURRENT	
SI = SUPPLIER'S RESPONSE INPUT   AVAILABILITY:		-r	5		·L •T		
PERIOD BEG. INVENTORY	169	DB	169	178	DR	178	
PERIOD PRODUCTION							
NEW PRODUCTION	1425	S	7	1275	\s	; ; ; ;	
LESS UNAVAILABLE FOR SALE	(178)	SF	(178)	(159)	SF	(159)	
NET RETURNS RELEASED FROM QA	14	72	15	14	SF	15	
PROJECTED AVAILABILITY FOR REVENUE	1430	В	1431	1308	DB	1309	
<u>DEMAND:</u>		 				<u>.                                      </u>	
PERIOD BEG. BACKLOG	576	▼	415	216	<b>V</b>	352	
PERIOD DEMAND		<u></u>			<b>!</b> 		•
NEW DEMAND	1400	<u>ا</u> ا		1475	<u> </u>		
CANCELLATIONS	(14)	CF	(14)	(15)	CF	(15)	
RETURNS	(11)	S.	(18)	(17)	S	(18)	
	1645	DB	1783	1659	DB	1794	
PROJECTED CONSTRAINED REVENUE FCST	1430		1431	1308		1309	
PERIOD ENDING:							
BACKLOG	216	B	352	351	DR	485	
INVENTORY	178	DB B	178	159	B	159	
REF. METHODOLOGY SECTION 3.1							

**BUSINESS SOLUTION MANAGEMENT (BSM)** 

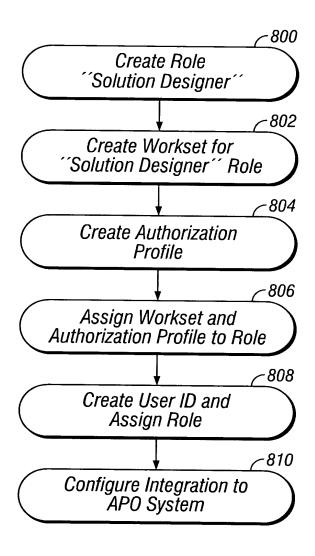


FIG. 8

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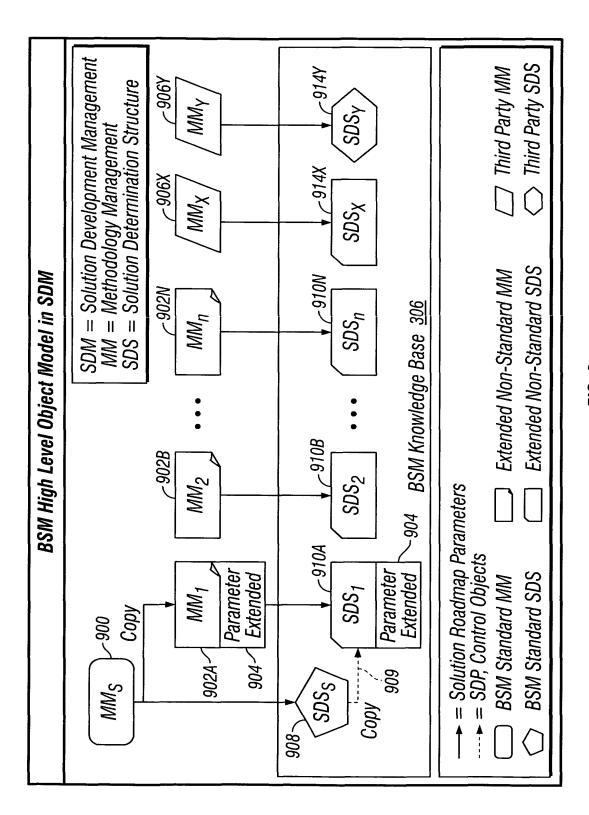
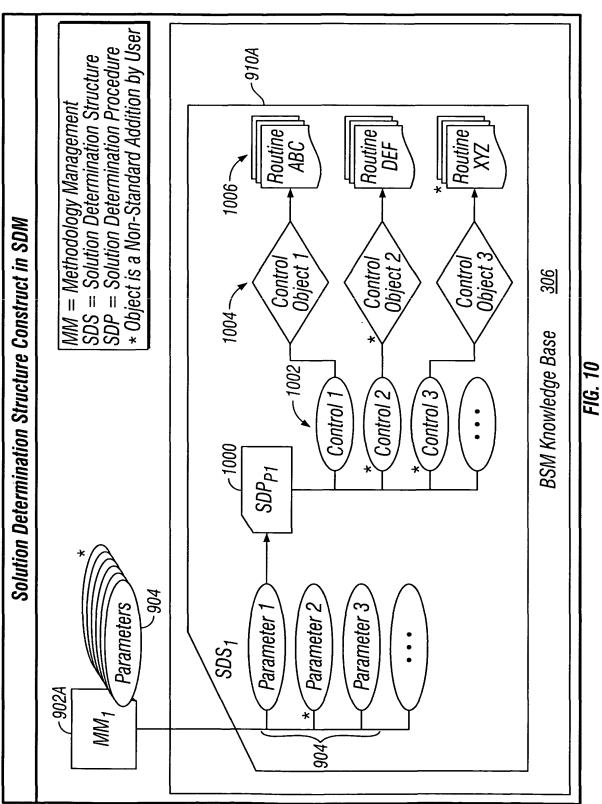


FIG. 9

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*15/58* 

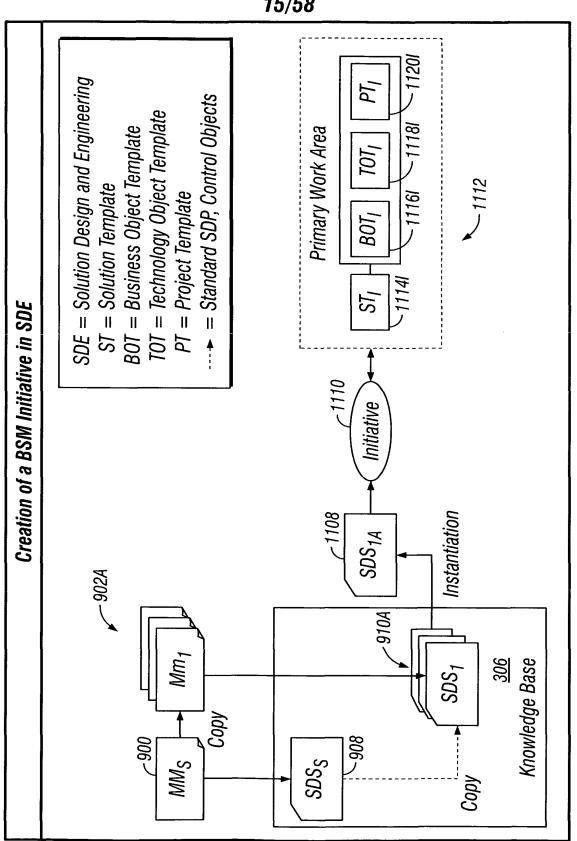


FIG. 11

*16/58* 

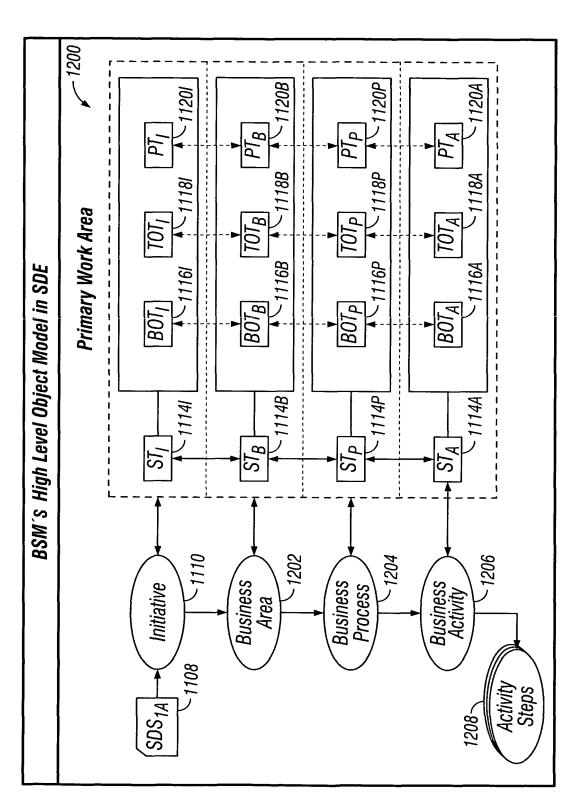
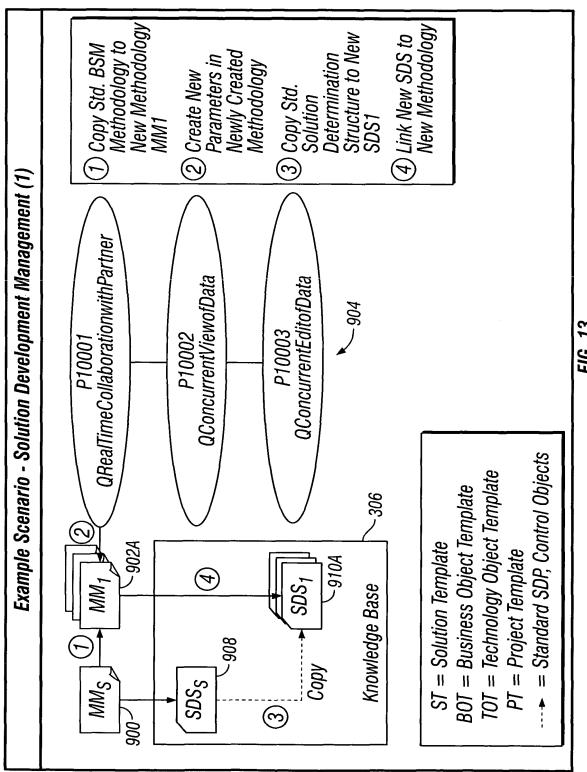


FIG. 12

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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F/G. 13

**BUSINESS SOLUTION MANAGEMENT (BSM)** 

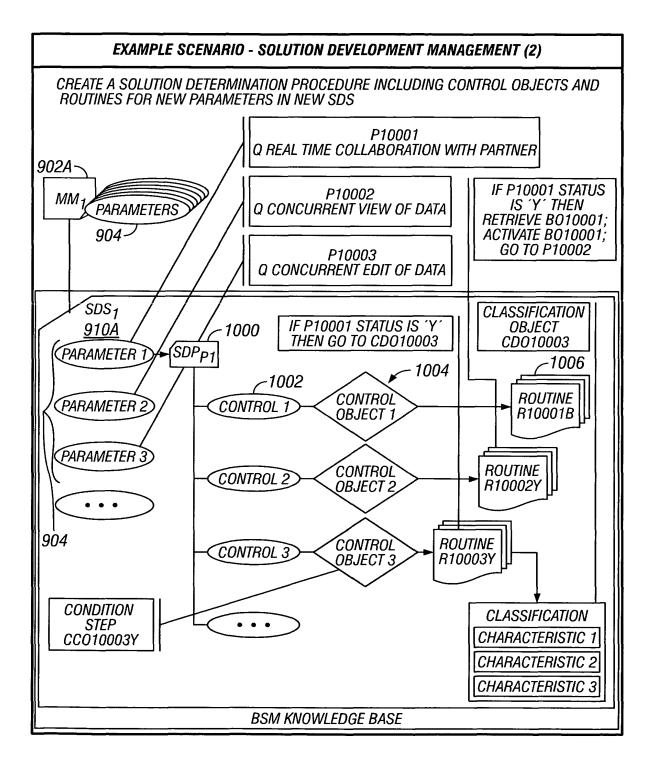
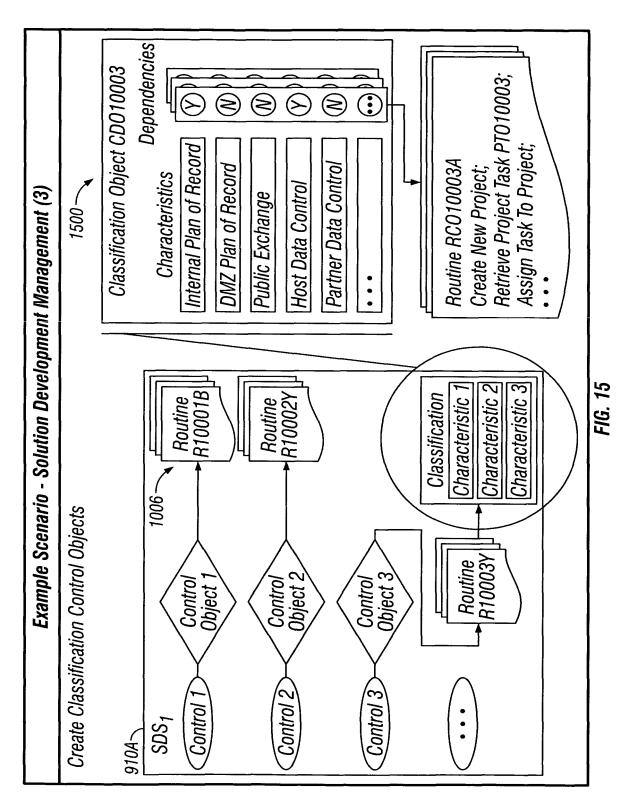


FIG. 14

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Applicants: Nelson, et al.
BUSINESS SOLUTION MANAGEMENT (BSM)

*20/58* 

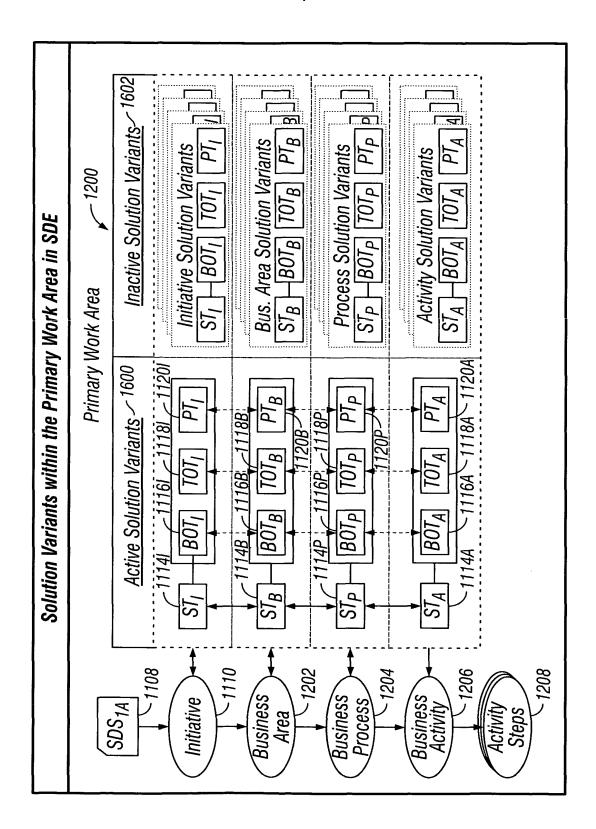
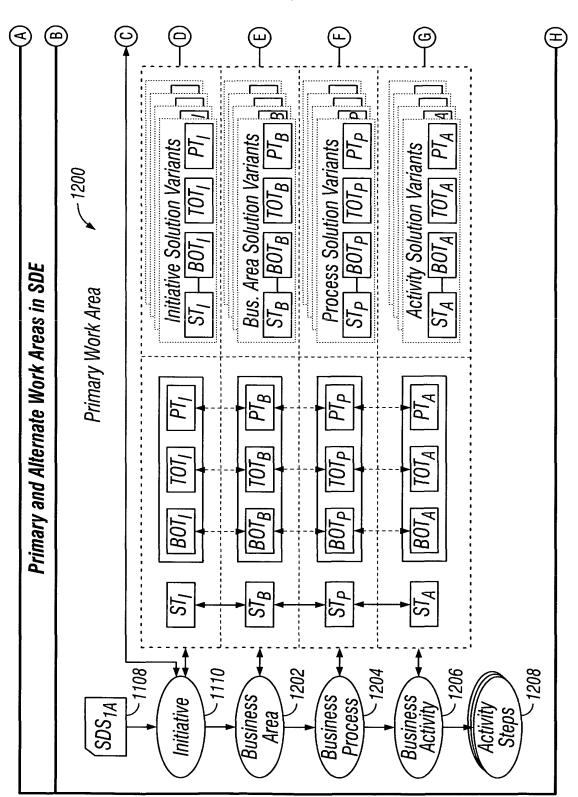


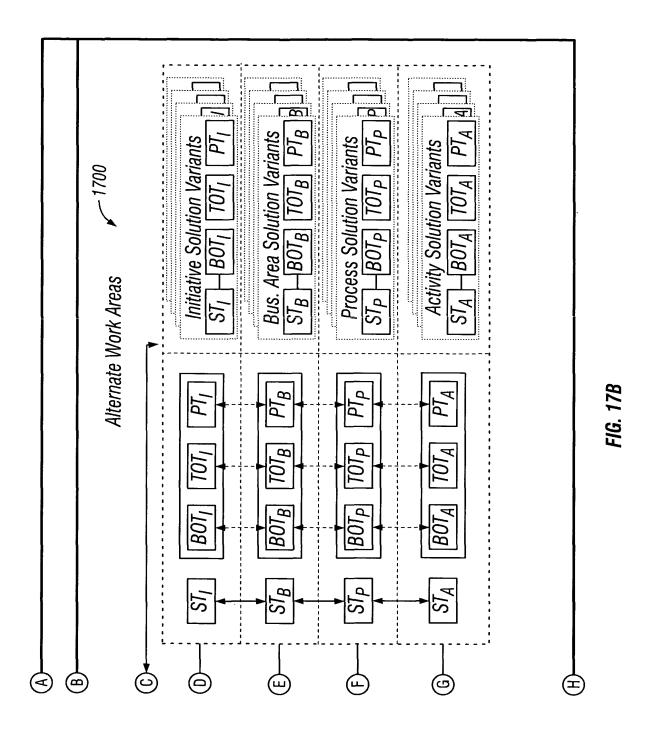
FIG. 16

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)



Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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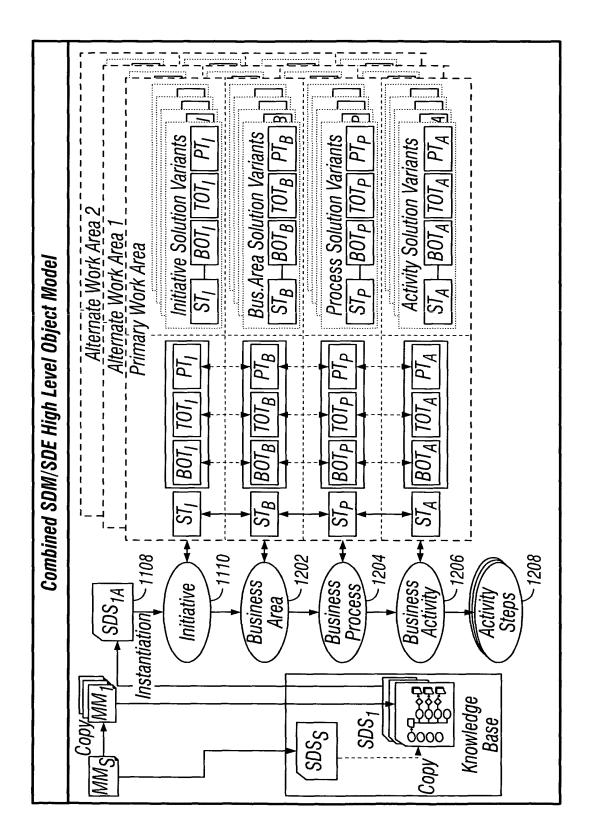


FIG. 18

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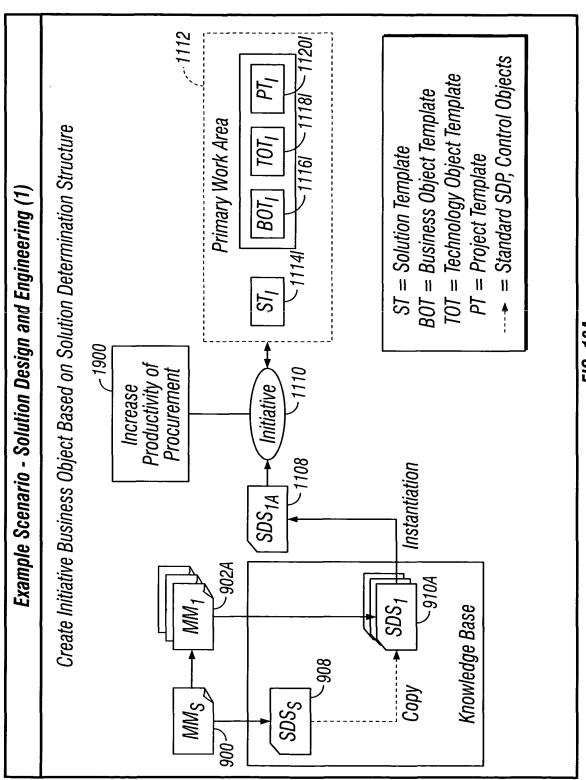


FIG 194

BUSINESS SOLUTION MANAGEMENT (BSM)

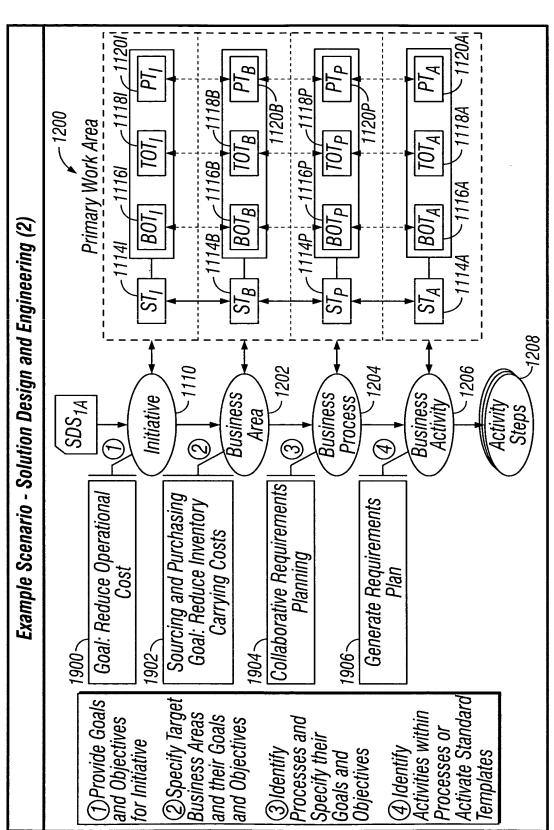


FIG. 19B

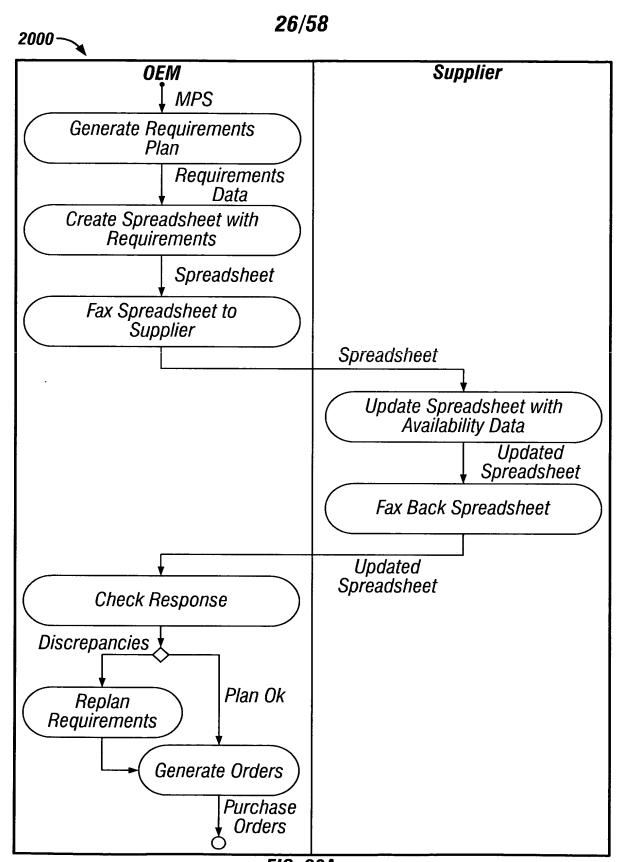


FIG. 20A

Applicants: Nelson, et al.

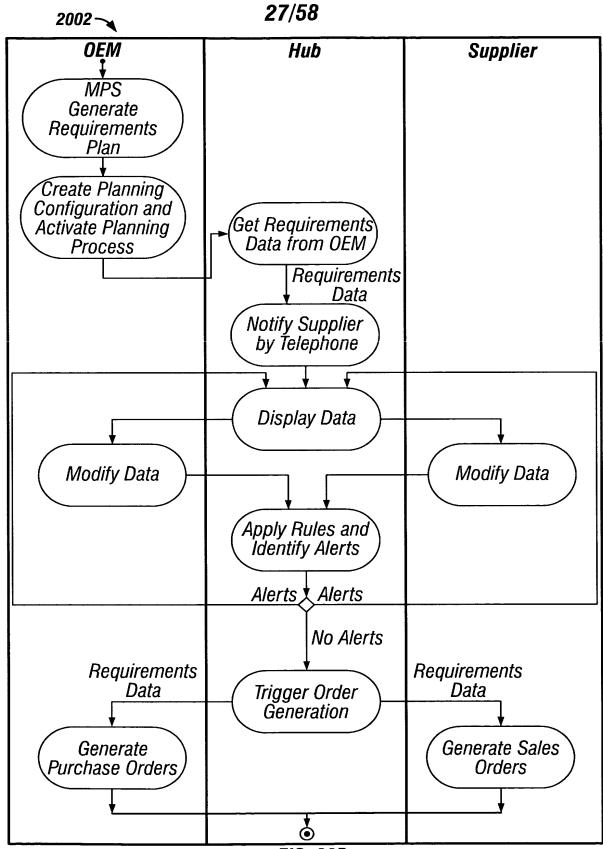


FIG. 20B

Applicants: Nelson, et al.

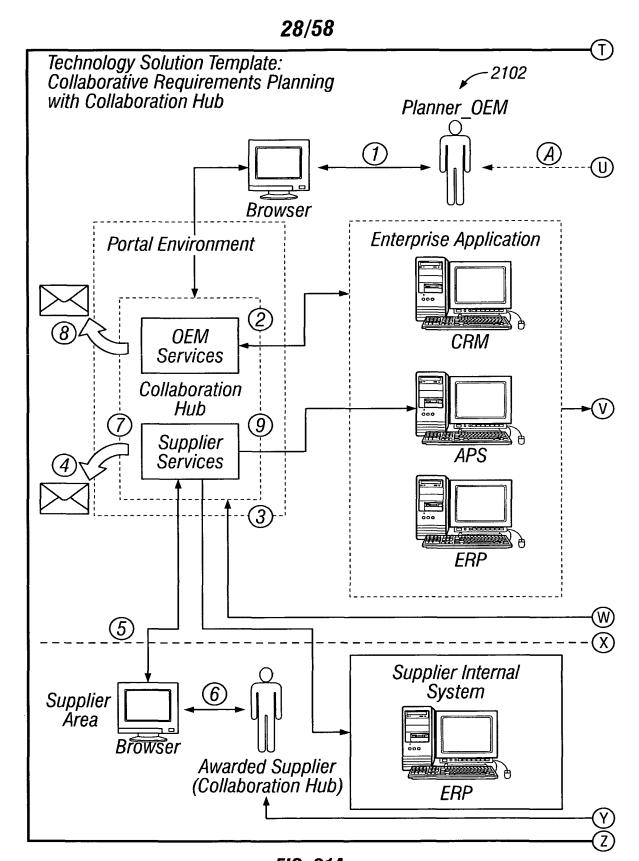


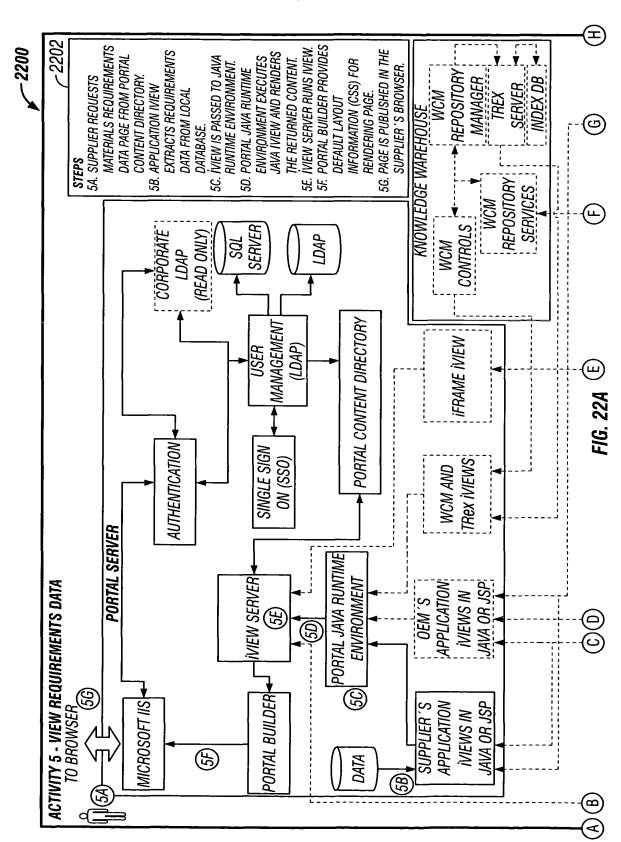
FIG. 21A

**BUSINESS SOLUTION MANAGEMENT (BSM)** 

# 29/58 -2100 Activities Precondition A: OEM Sends Out RFQ and Engages in Collaboration with Partner 2104 --Suppliers. Precondition B: Winner of RFQ Enters into Close Collaboration with OEM. 1. OEM Generates Requirements Plan. 2. OEM Activates Planning Process on Collaboration Hub. 3. Hub Uploads Requirements Data from APS. 4. Supplier is Notified by Hub via Email. Integration 5. Supplier Views Requirements Data Infrastructure on Hub. 6. Supplier Enters Availability Data to Hub. 7. Hub Applies Rules and Identifies Alerts. 8. OEM Notified of Alerts and Replans if Necessary. 9. Hub Triggers Generation of Purchase Orders by OEM 's ERP System and Sales Orders by Supplier's ERP System. Selected Supplier Group (Exchange) (B)

FIG. 21B

BUSINESS SOLUTION MANAGEMENT (BSM)



Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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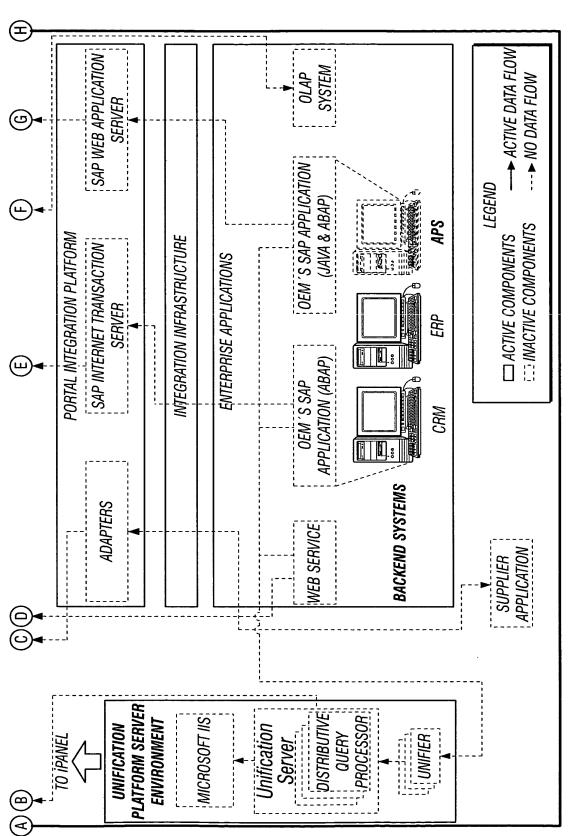
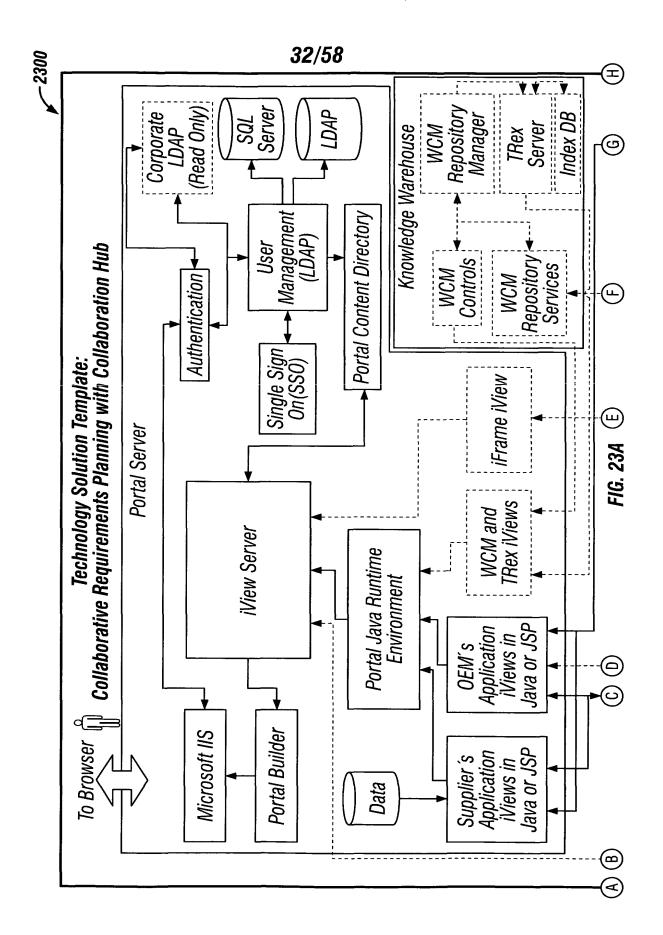
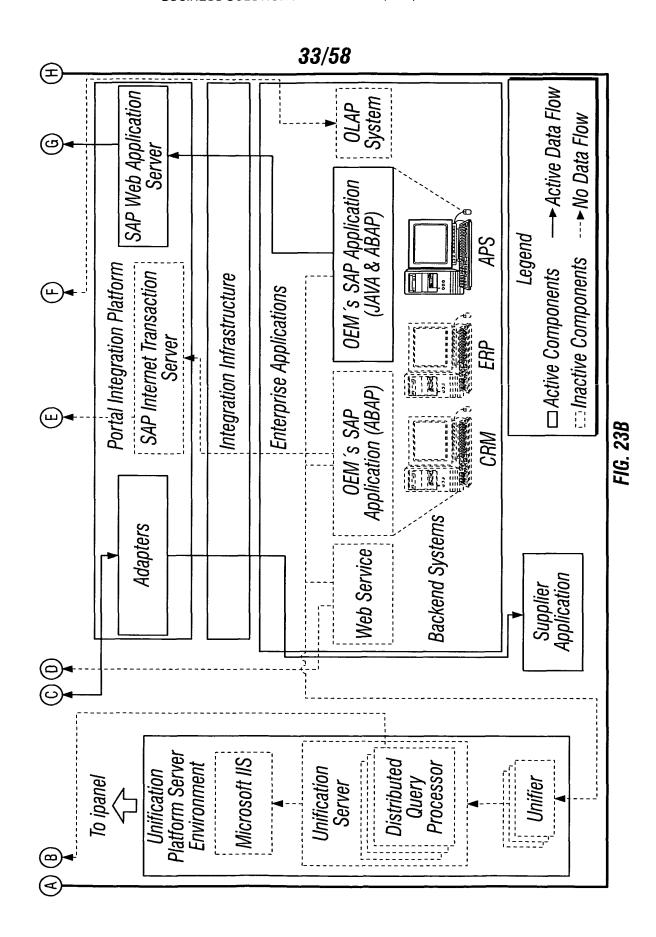


FIG. 22B

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)





Applicants: Nelson, et al.

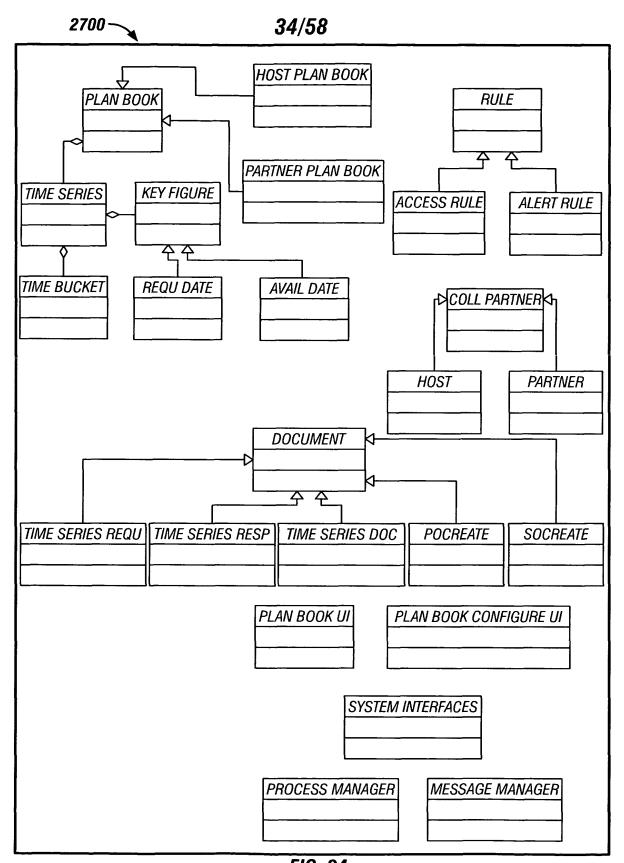


FIG. 24

**BUSINESS SOLUTION MANAGEMENT (BSM)** 

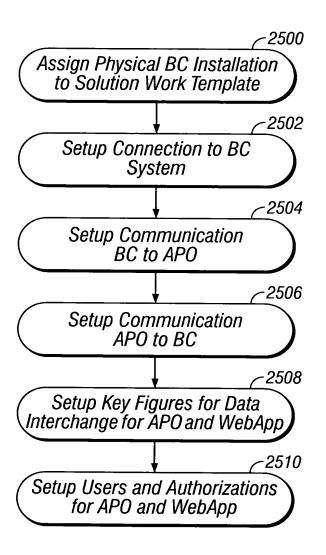


FIG. 25

Applicants: Nelson, et al.
BUSINESS SOLUTION MANAGEMENT (BSM)

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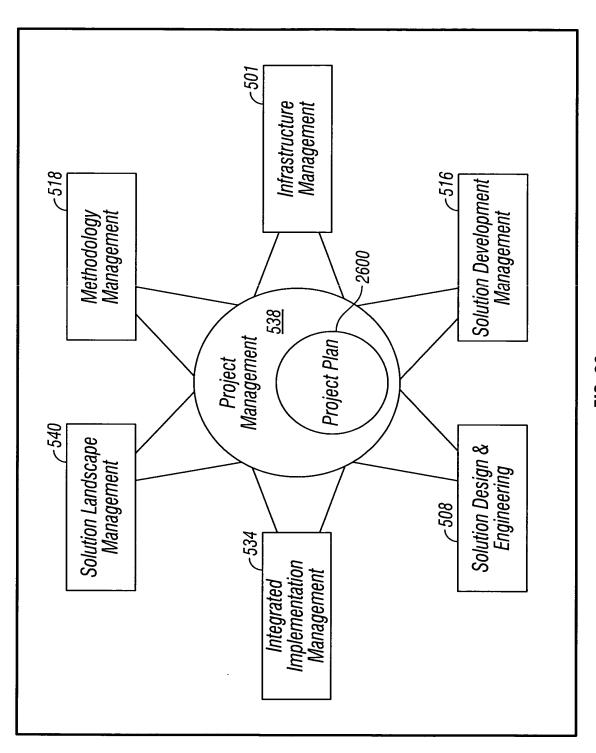
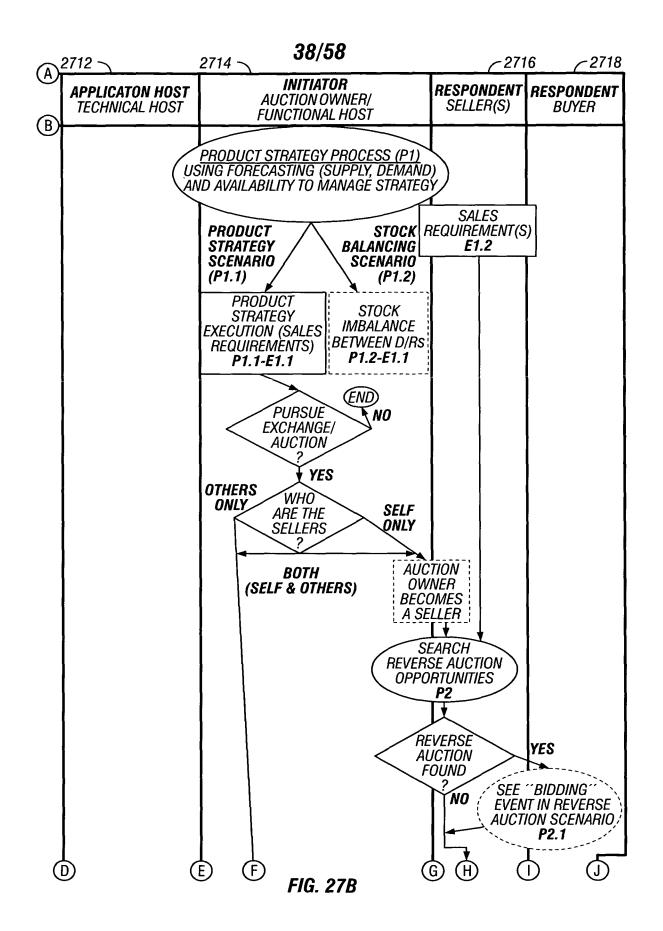


FIG. 26

Matter No.: 14066-011001 Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

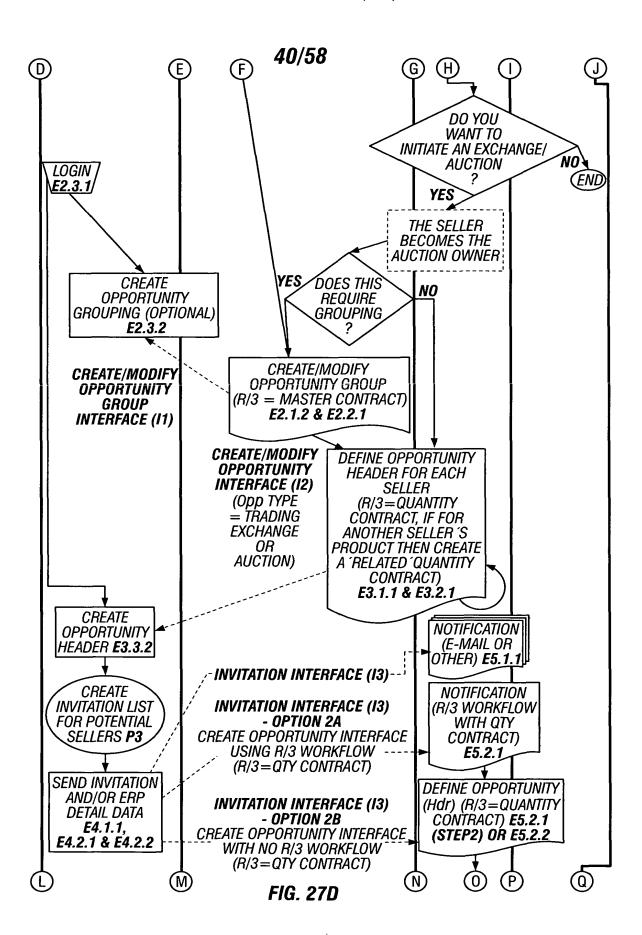
2700~	<b>37/58</b>	710	
	P=PROCESS, E=EVENT, I=INTERFACE		
<b>P1</b> P1.1 P1.2	PRODUCT STRATEGY PROCESS PRODUCT STRATEGY BUSINESS SCENARIO STOCK BALANCING/ROTATION BUSINESS SCENARIO		<b>-</b> (B)
<b>E1</b> E1.1 E1.2	IDENTIFY SALES REQUIREMENTS: AUCTION OWNER-PRODUCT STRATEGY (ie; END OF LIFE) SELLERS - SALES REQUIREMENTS		
<b>P2</b> P2.1	REVERSE AUCTION SEARCH PROCESS  IF FOUND, FOLLOW 'SELLER'S BID PROCESS' WITHIN THE REVERSE AUCTION SCENARIO		
E2	CREATE/MODIFY OPPORTUNITY GROUP		
<u>E2.1</u>	<u>OPTION 1 (R/3 EVENT).</u>		
E2.1.1			
E2.1.2	·		
<u>E2.2</u>	OPTION 2 (NON-R/3 ERP EVENT)		
E2.2.1			
E2.2.2 E2.3	START 'CREATE/MODIFY OPPORTUNITY GROUP INTERFACE' OPTION 3 (DTOPPS APPLICATION ONLY) - NO ERP		
	LOGIN TO DTOPPS APPLICATION		
	CREATE GROUPING ON DTOPPS APPLICATION		
INTERF	FACE 1 (I1) - CREATE OPPORTUNITY GROUP INTERFACE		
E3	DEFINE OPPORTUNITY HEADER		
<u>E3.1</u>	<u>OPTION 1 (R/3 EVENT)</u>		
E3.1.1	CREATE QTY CONTRACT WITH TERMS & CONDITIONS AS WELL AS PROPOSED QTY, MIN PRICE, START PRICE		
E3.1.2	START 'OPPORTUNITY HEADER INTERFACE (I2)' WITH THE OPPORTUNITY TYPE SET AS 'TRADING EXCHANGE' OR 'AUCTION'		



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Matter No.: 14066-011001 Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

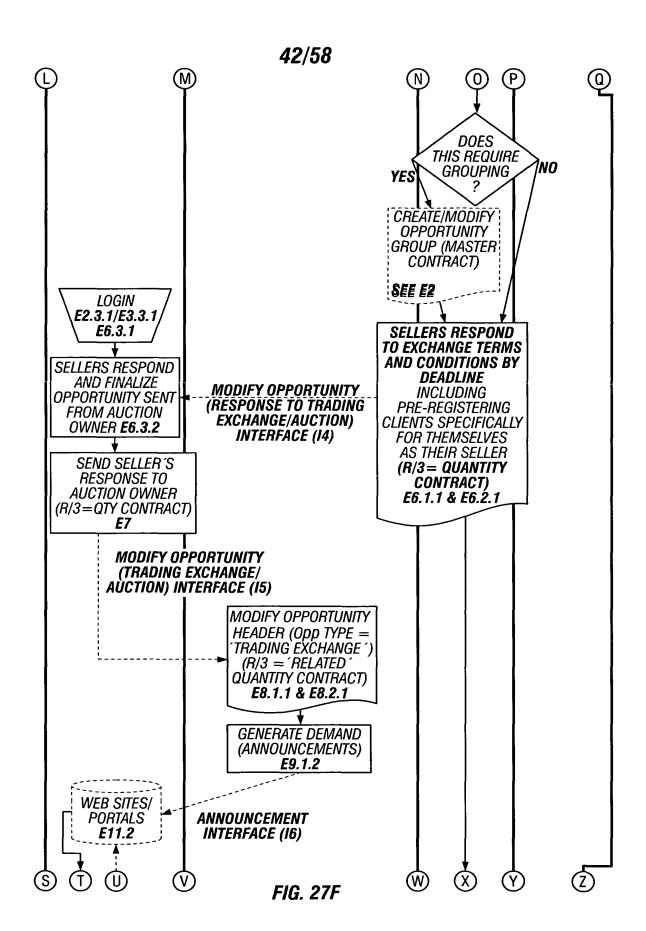
) ·	270	39/58		
E3.2 E3.2 E3.2	2.1	OPTION 2 (NON-R/3 ERP EVENT) CREATE ERP SALES DOC TO HOLD AUCTION DATA START 'OPPORTUNITY HEADER INTERFACE (I2)' WITH THE OPPORTUNITY TYPE SET AS 'TRADING EXCHANGE' OR 'AUCTION'		
E3.3	<u>3</u> .1	OPTION 3 (DTOPPS APPLICATION ONLY) - NO ERP LOGIN (SEE E2.3.1) CREATE OPPORTUNITY (TRADING EXCHANGE OR AUCTION) ON HOST		
E3.3.2 CREATÉ OPPORTUNITY (TRADING EXCHANGE OR AUCTION) ON HOST  INTERFACE 2 (I2) - CREATE OPPORTUNITY HEADER INTERFACE				
Р3		CREATE INVITATION LIST CREATE LIST OF POTENTIAL SELLERS THAT ARE TO BE INVITED TO PARTICIPATE. AUCTION OWNER EXCLUDED.		
E4.1 E4.1 E4.2 E4.2 E4.2	i i.1 i.1	APPLICATION HOST INVITES SELLERS TO PARTICIPATE  OPTION 1 - NO DETAIL DATA DESIRED  START 'INVITATION INTERFACE' USING PROFILE  OPTION 2 - ERP DETAIL DATA REQUIRED  DETERMINE INVITATION PREFERENCE FROM PROFILE  START THE 'INVITATION INTERFACE' TO SEND DATA TO ERP SYSTEM AS WELL AS THE INVITATION		
INT	ERF/	ACE 3 (13) - INVITATION INTERFACE		
		OPTION 1 - NO OPPORTUNITY DETAIL DATA DESIRED SEND INVITATION TO ERP AS SPECIFIED IN PROFILE OPTION 2 - ERP DETAIL DATA REQUIRED OPTION A (R/3 ONLY) - SEND WORKFLOW & ERP DATA OPTION B (ANY ERP) - SEND INVITATION & ERP DATA		
<b>E</b> 5		RECEIVE OPPORTUNITY (OPTIONAL) AND/OR INVITATION		
E5.1 E5.2 E5.2 E5.2	1.1 2.1 2.1	OPTION 1 - NO OPPORTUNITY DETAIL DATA DESIRED RÉCEIVE INVITATION AS SPECIFIED IN PROFILE OPTION 2 - ERP DETAIL DATA REQUIRED OPTION A (R/3 ONLY) - RECEIVE WORKFLOW & ERP DATA OPTION B (ANY ERP) - RECEIVE INVITATION & ERP DATA		
<i>E6</i>		SELLERS RESPOND		
E6.1 E6.1 E6.2 E6.2 E6.3 E6.3 E6.3	1.1 1.2 2.1 2.2 3.1	OPTION 3 (NON-ERP) LOGIN (SEE E2.3.1)		



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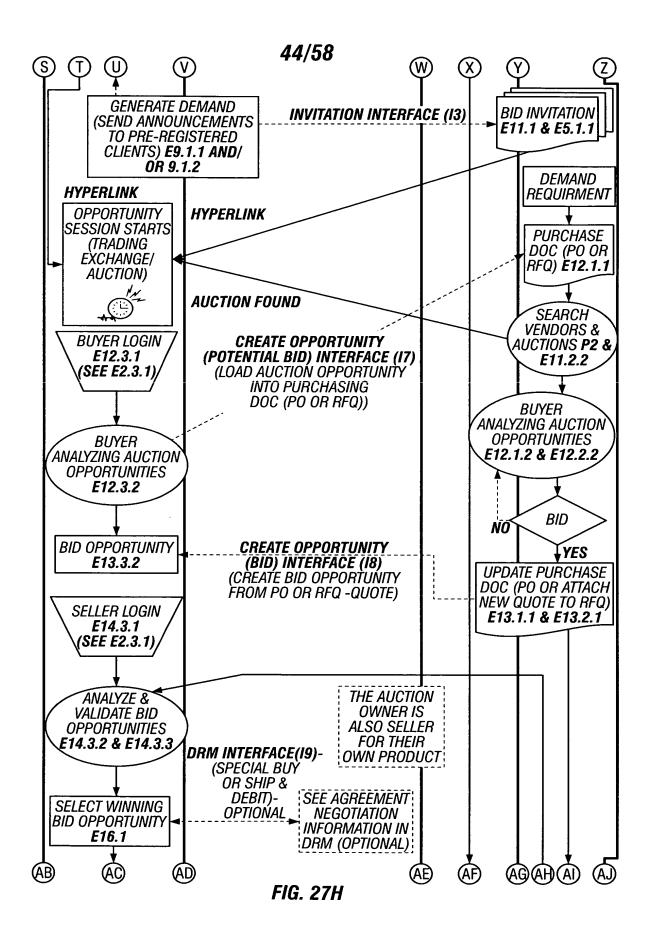
	<b>a</b>	41/30		
4				
	INTERFACE 4 (I4) - MODIFY OPPORTUNITY (RESPONSE) INTERFACE			
	<i>E7</i>	SEND SELLERS RESPONSE TO AUCTION OWNER		
	<u>E7.1</u> E7.1.1	<u>OPTION 1 (R/3 EVENT)</u> START UPDATE OPPORTUNITY INTERFACE TO CHANGE THE AUCTION OWNER'S RELATED QUANTITY CONTRACT FOR EACH SELLER		
	<u>E7.2</u> E7.2.1	<u>OPTION 2 (NON-R/3 ERP EVENT)</u> START UPDATE OPPORTUNITY INTERFACE TO CHANGE THE ERP DOCUMENT HELD FOR EACH SELLER		
	INTERFACE 5 (15) - MODIFY OPPORTUNITY (TRADING EXCHANGE) INTERFACE			
	E8	RECEIVE OPPORTUNITY (TRADING EXCHANGE RESPONSE) FROM APPLICATION HOST		
	E8.1 E8.1.1	<u>OPTION 1 (R/3 EVENT)</u> MODIFY THE AUCTION OWNER 'S 'RELATED' QUANTITY CONTRACT FOR EACH SELLER.		
	E8.2 E8.2.1	OPTION 2 (NON-R/3 ERP EVENT)- MODIFY THE AUCTION OWNER'S ERP DOCUMENT FOR SELLER		
	<b>E9</b> E9.1.1 E9.1.2	GENERATE DEMAND - PRE-AUCTION NOTIFICATION BID INVITATIONS TO PRE-REGISTERED CLIENTS - START 13 INTERFACE ADVERTISEMENTS/NOTIFICATIONS/AGENT - START 16 INTERFACE		
	INTERFACE 3 (13) - INVITATION INTERFACE			
	INTERFACE 6 (16) - ANNOUNCEMENT INTERFACE			
	E10	TRADING EXCHANGE/AUCTION STARTS		
	<u>E11.2</u> E11.2.1	BUYERS (RESPONDENTS) DRAWN TO AUCTION BY ONE OF THREE OPTIONS Opt 1 - BID INVITATIONS Opt 2 - DEMAND SEARCH FROM PO OR BBP DEMAND EXISTS WITHIN AN APPROVED PURCHASE REQ SEARCH VENDER & AUCTION SITES (SEE P2 ABOVE)		
	<u>E11.3</u>	Opt 3 - ADS/BANNERS/ANNOUNCEMENTS/AGENTS		
	<b>E12</b> <u>E12.1</u> E12.1.1	BUYER ANALYZING AUCTION OPPORTUNITIES  OPTION 1 (R/3 EVENT) LOAD DATA FROM APPLICATION HOST INTO A PURCHASING DOCUMENT		
*	E12.1.2	(EITHER PO OR RFQ) ANALYZE INFORMATION TO ENSURE PROPER MATCH		

Applicants: Nelson, et al.



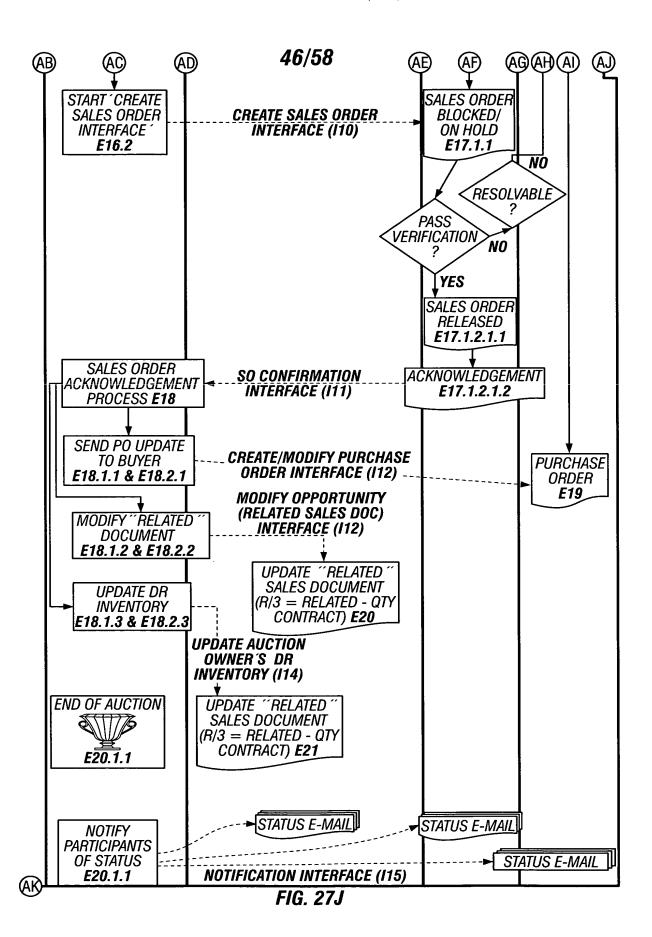
Applicants: Nelson, et al.
BUSINESS SOLUTION MANAGEMENT (BSM)

<u>E12.2</u> <u>OP1</u> E12.2.1 LOA	TION 2 (NON-R/3 ERP EVENT) D DATA FROM APPLICATION HOST INTO A PURCHASING DOCUMENT			
(EII	HER PO OR RFQ) LYZE INFORMATION TO ENSURE PROPER MATCH			
E12.3.1 LOG	TION 3 (NON ERP) FIN (SEE E2.3.1)			
E12.3.2 ANA	LYŻE OPPORTÚNITIES ON APPLICATION HOST			
INTERFACE 7 (17) - CREATE OPPORTUNITY (POTENTIAL BID) INTERFACE (THIS WAS PULLED IN BY THE BUYER IN E12)				
E13 E	BUYER CREATES A BID OPPORTUNITY			
E13.1/E13: U E13.1.1/E1: U	ISING ERP AS DRIVER (BOTH R/3 & NON-R/3 ERPS) IPDATE PURCHASE DOCUMENT			
E13.1.1/E1: S	START 'CREATE OPPORTUNITY (BID) INTERFACE '			
	ISING APPLICATION DIRECTLY ON THE INTERNET OGIN INTO APPLICATION			
	POST BID MANUALLY			
INTERFACE 8 (I8) - CREATE OPPORTUNITY (BID)				
E14	SELLERS ANALYZE BIDS ON APPLICATION HOST			
E14.3.1 E14.3.2	SELLERS LOGIN TO APPLICATION HOST (SEE E2.3.1) SELLERS ANALYZES AND VALIDATES BIDS			
E14.3.3	ON THE APPLICATION SERVER, NOTIFY ANY BUYER OF PROBLEMS			
	WITH THEIR BID, IF THEY VIOLATED ONE OR MORE OF THE TERMS AND CONDITIONS			
E15	(OPTIONAL) START AGREEMENT/NEGOTIATION			
	(19): DRM INTERFACE (OPTIONAL) INTERFACE			
E16	SELLER(S) SELECT WINNING BID(S) ON APP HOST			
<u>E16.1</u>	SELECT WINNING BID ON APPLICATION HOST			
<u>E16.2</u>	(ERP ONLY) START 'CREATE SALES ORDER INTERFACE'			
INTERFACE 10 (110) CREATE SALES ORDER INTERFACE				
E17	RECEIVE SALES ORDER FOR LOGISTICS VERIFICATION			
E17.1	FOR ERP SYSTEMS (BOTH R/3 AND NON-R/3)			
E17.1.1 E17.1.2	START 'CREATE SALES ORDER INTERFACE' WITH FINAL VERIFICATION OF LOGISTICS DATA			



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BUSINESS SOLUTION MANAGEMENT (BSM)

Ą	A) 2706 –	45/58
	E17.1.2.1 E17.1.2.1.1 E17.1.2.1.2 E17.1.2.2 E17.1.2.2.1 E17.1.2.2.2 E17.2.1 E17.2.1	IF OK -SAVE SALES ORDER AS FINAL -SEND ACKNOWLEDGEMENT IF NOT OK: -MANUALLY CORRECT AND GOTO E17.1.2.1.1 -IF NOT ABLE TO CORRECT, THEN REJECT AND GOTO E14.3.2 & E14.3.3 FOR NON-ERP SYSTEMS MANUALLY VERIFY ALL BID DATA ACCEPT AND CONFIRM BID ON APP HOST
		11 (I11) SALES ORDER CONFIRMATION INTERFACE
	E18	RECEIVE SALES ORDER CONFIRMATION ON APPLICATION HOST
	E18.1 E18.1.1 E18.1.2 E18.1.3	OPTION 1(R/3 EVENT) START 'CREATE/MODIFY OPPORTUNITY (PO) INTERFACE' START 'MODIFY OPPORTUNITY (RELATED DOCS) INTERFACE' FOR AUCTION OWNER START 'UPDATE SELLER INVENTORY (+,-) INTERFACE FOR AUCTION OWNER
	E18.2 E18.2.1 E18.2.2	<u>OPTION 2 (NON-R/3 ERP EVENT)-</u> START 'CREATE/MODIFY OPPORTUNITY (PO) INTERFACE' START 'MODIFY OPPORTUNITY (RELATED DOCS) INTERFACE' FOR AUCTION OWNER
	E18.2.3 E18.3 E18.3.1 E18.3.2 E18.3.2.1	START 'UPDATE SELLER DR INVENTORY (+,-) INTERFACE FOR AUCTION OWNER INTERFACE' FOR AUCTION OWNER OPTION 2 (NON-R/3 ERP EVENT)



**BUSINESS SOLUTION MANAGEMENT (BSM)** 

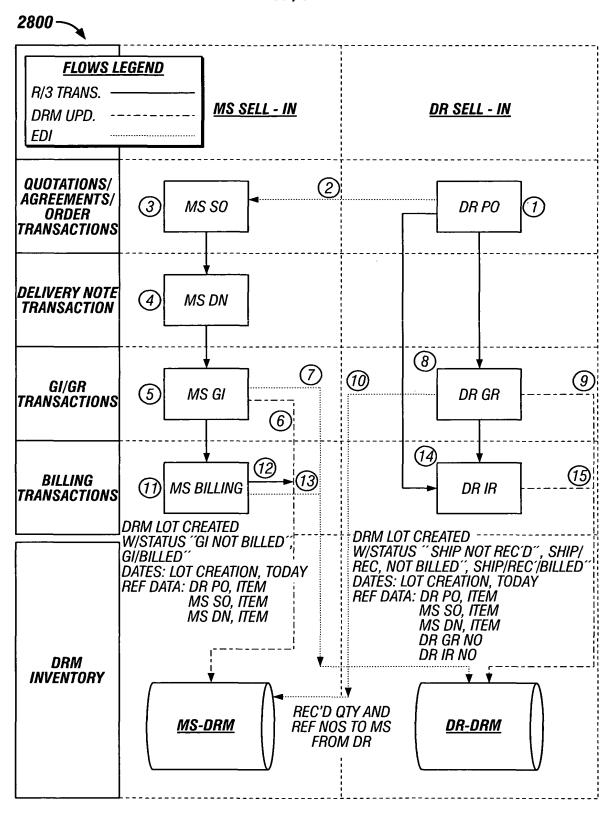
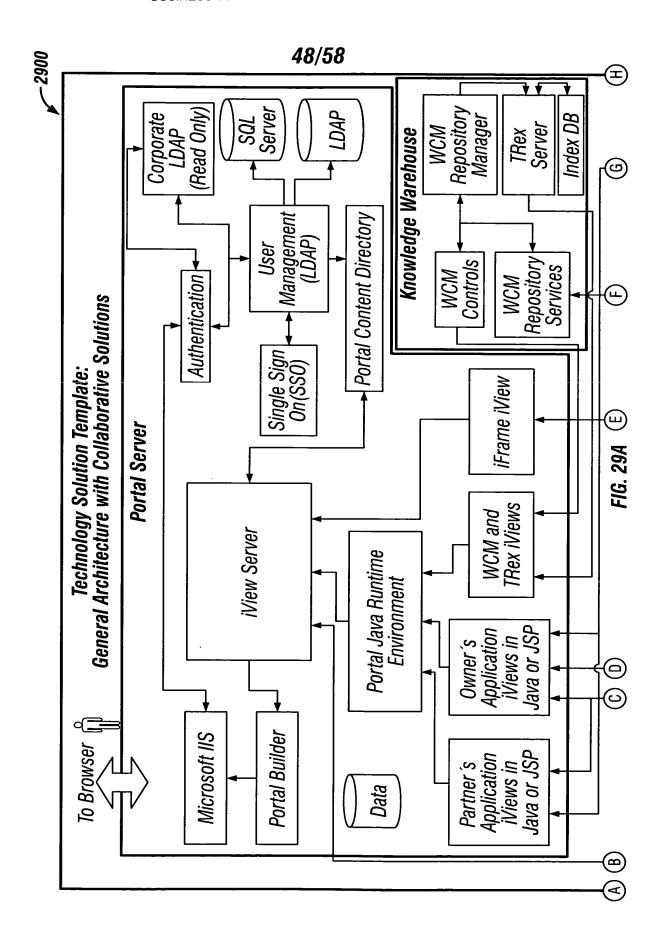
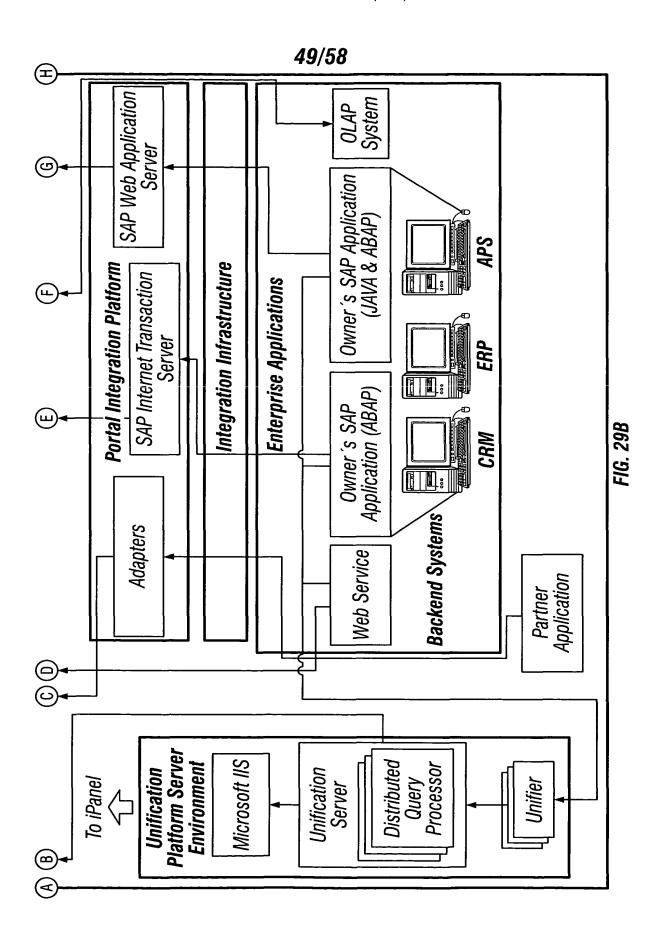


FIG. 28

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)



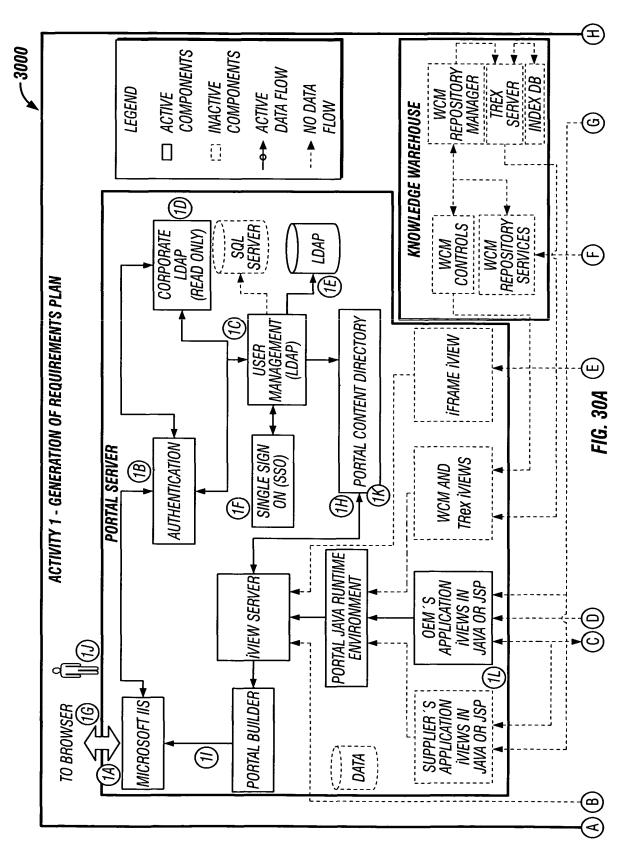
Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)



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Matter No.: 14066-011001 Applicants: Nelson, et al.

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BUSINESS SOLUTION MANAGEMENT (BSM)

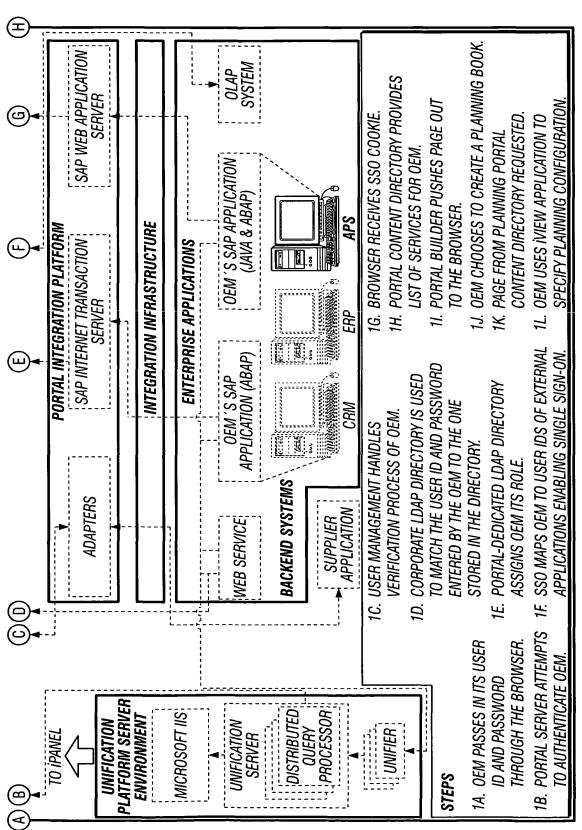
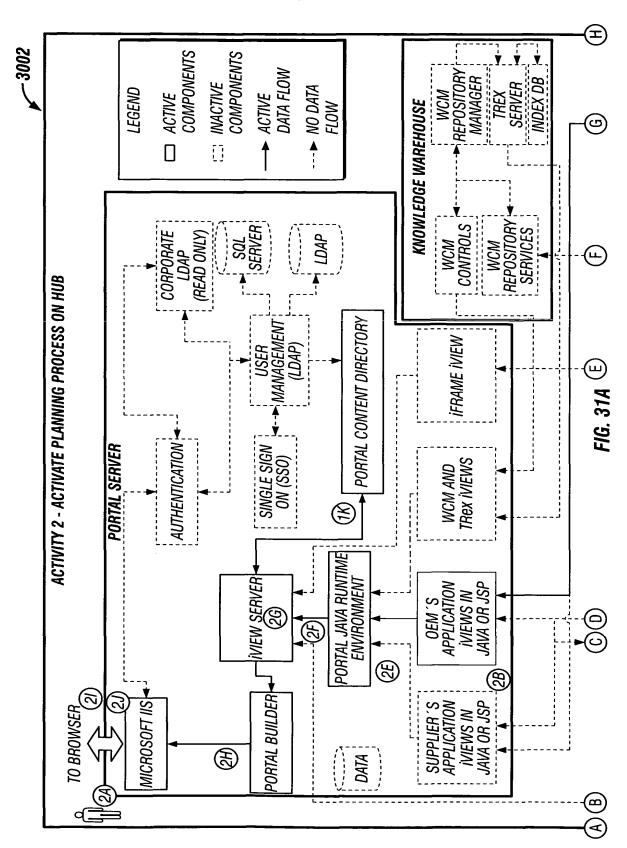


FIG. 30B

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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BUSINESS SOLUTION MANAGEMENT (BSM)

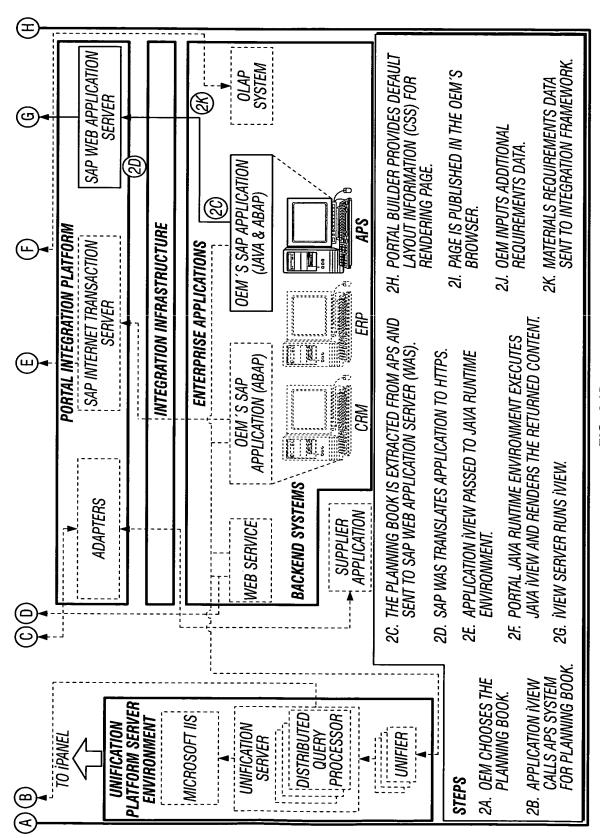
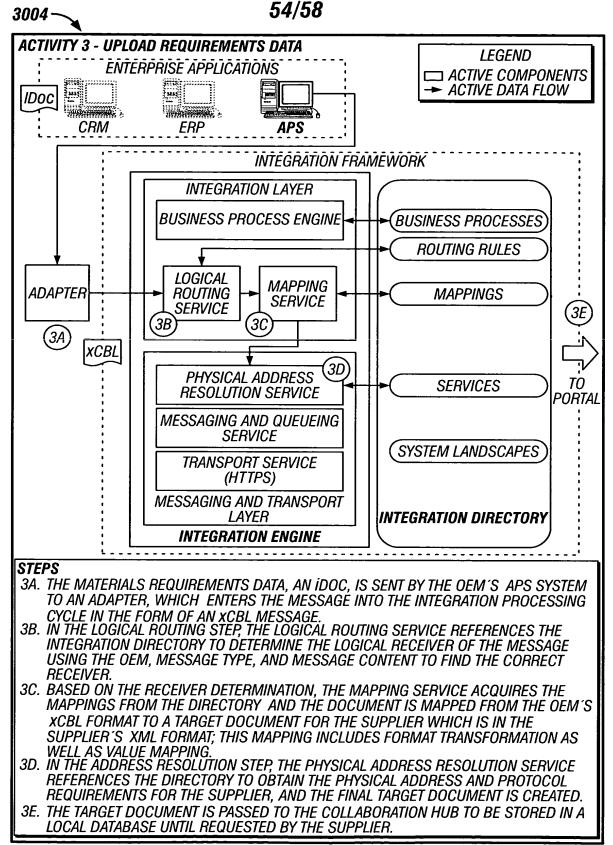
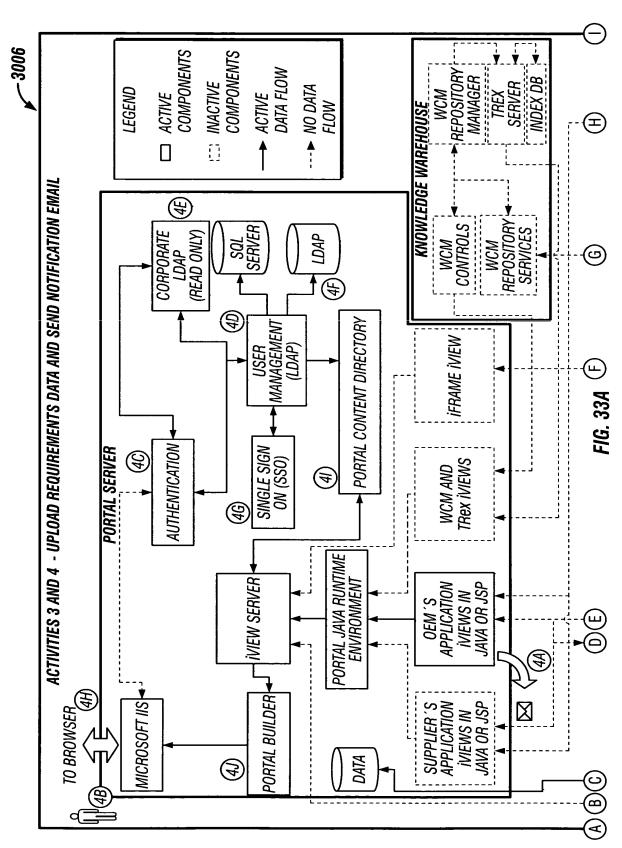


FIG. 31B



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BUSINESS SOLUTION MANAGEMENT (BSM)

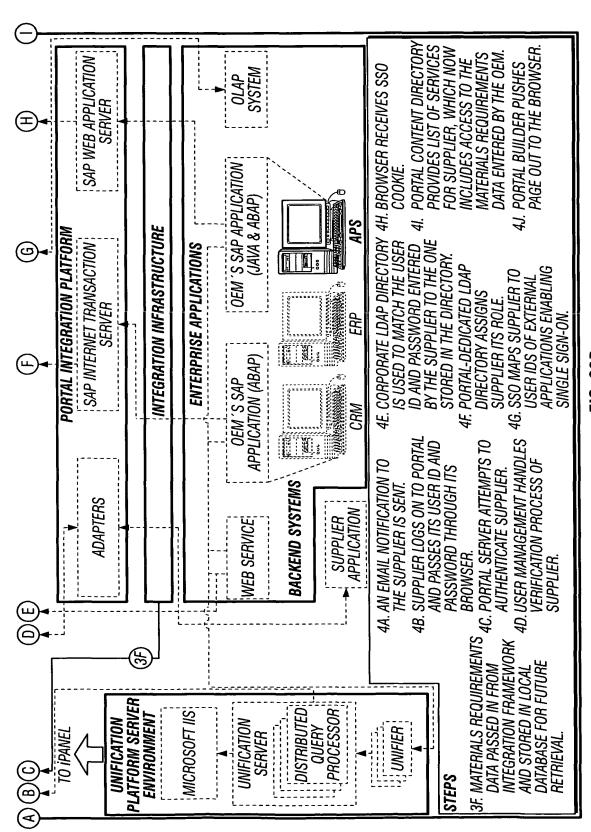
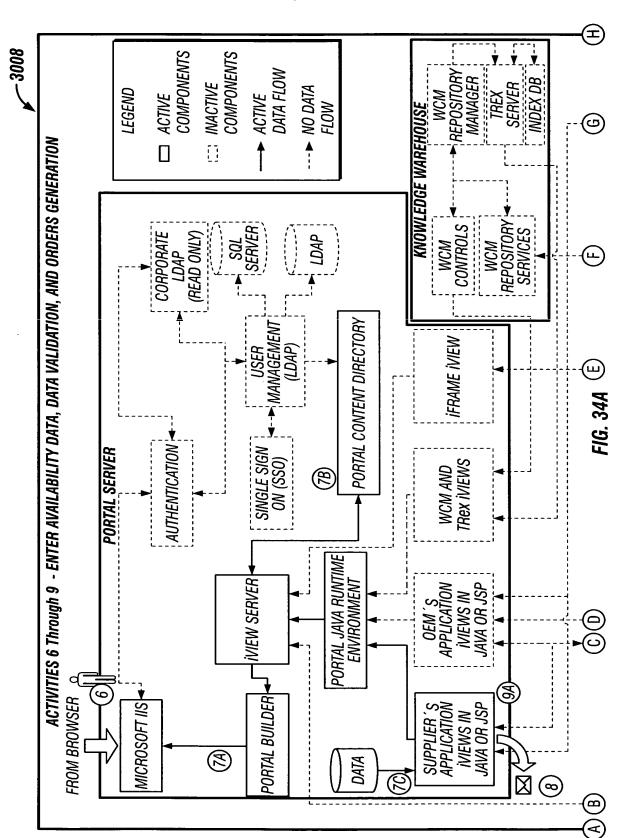


FIG. 33B

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Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

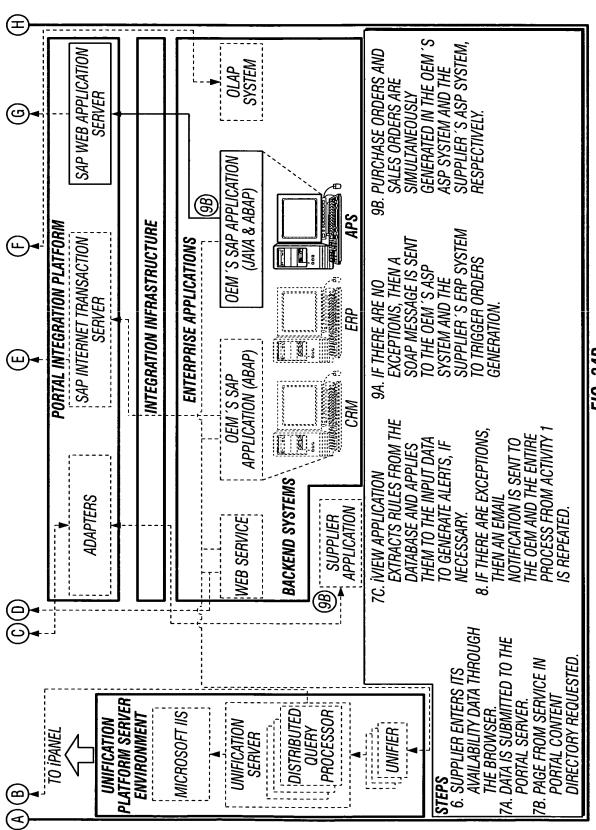


FIG. 34B